

Foreign Agricultural Service



United States Department of Agriculture

LINKING U.S. AGRICULTURE TO THE WORLD



FAS/Cambodia

Made in America Conference

Michael Riedel

Agricultural Attaché

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US Exports to Cambodia

- 2009: US agricultural, fish, forestry exports to Cambodia were \$6.6 million
- Jan-Apr 2010: same exports were \$2.2 million
- Top three exports in 2009:
 - Fresh Fruit (\$1.9 million)
 - Processed Fruit and Vegetables (\$991,000)
 - Red Meats (\$334,000)

Source: US Census Bureau

US Exports to the World

The background features a large, light gray globe with a grid of latitude and longitude lines. Below the globe, there are several horizontal, wavy lines in shades of gray, creating a sense of movement or waves.

- FAS was created in 1953; average annual US agricultural exports were \$3.5 billion
- 2010 forecast - \$105 billion

Who We Are

USDA's Foreign Agricultural Service

Staff includes about 900 people stationed in Washington, DC, and more than 100 people at US embassies and trade offices covering more than 140 countries around the world.

- FAS/Cambodia is based in Ho Chi Minh City.
FAS/Laos is based in Hanoi.
- FAS offices promote US agricultural trade and assist foreign buyers to source American food products and commodities

What We Do

- ***Represent*** US agriculture abroad to preserve, develop, and expand markets for US agricultural exports.
- Crop reporting
- Training programs (abroad and in the USA) – incl. supermarket management training
- Food For Education programs



What We Do

FAS organizes promotional activities for the supermarket, hotel, and restaurant industries; for feed grains and dairy ingredients, and many others.

- Restaurant openings & menu promotions here in Phnom Penh
- Connecting suppliers with caterers, Food & Beverage personnel, AmCham
- Taking Cambodian traders to food shows in other countries (Food & Hotel Asia shows, etc)
- Bringing US exporters to you – CAMFOOD 2010

How We Do It

US Suppliers List

[http://fas1.agexportservices.org/Apps/StoreFronts/
search.asp](http://fas1.agexportservices.org/Apps/StoreFronts/search.asp)

US Food Distribution Companies List

[http://usdistributors.agexportservices.org/Apps/St
oreFronts/search.asp](http://usdistributors.agexportservices.org/Apps/StoreFronts/search.asp)

How We Do It

The GSM-102 Export Credit Guarantee Program

South East Asia coverage includes - **Cambodia**, Indonesia, Laos, Malaysia, Papua New Guinea, Philippines, Singapore, Thailand, Timor-Leste, and Vietnam. Latest allocation (June 28, 2010) was \$230 million.

The GSM-102 program helps ensure that credit is available to finance commercial exports of US agricultural products to developing countries, while providing competitive credit terms in these countries. Under this program, the Commodity Credit Corporation (CCC) reduces the financial risk to lenders by guaranteeing payments due from approved foreign banks to exporters or financial institutions in the United States.

BUT...currently, Cambodia is not “bank eligible” for GSM-102.

Contact Rita Carleton at +1-202-720-9357 or rita.carleton@usda.gov.

Our Greatest Strengths

A) Consistent, reliable, highest-quality products from the USA

B) USDA Cooperators - www.fas.usda.gov/pcd/PartnersSearch.aspx

- US Meat Export Federation
- American Seed Trade Association
- Wine Institute
- American Hardwood Export Council
- Cotton Council International
- Ginseng Board of Wisconsin
- 78 more...if you want it, you'll likely find it with us

C) Our State and Commercial Service colleagues.

D) **You!**

FOR MORE INFORMATION

- Office of Agricultural Affairs, US Consulate General, Ho Chi Minh City, Vietnam
- Tel. (+84-8) 3520-4630, Fax (+84-8) 3520-4636
- Web Site: www.fas.usda.gov
- Email: atohochiminh@fas.usda.gov
- US Embassy Phnom Penh ECON/Commercial